

The 2025 State of Grantseeking Government Report





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Introduction

The 2025 State of Grantseeking™ Government Update Report provides an in-depth analysis of the current grantseeking landscape, based on responses from 1,056 organizations actively pursuing grant funding between January and July 2025.

The original State of Grantseeking™ Survey, conducted in March 2025, captured grantseeking activity in 2024. Since that time, the government funding landscape has changed. This follow-up report documents those changes and provides a framework for nonprofit leaders to understand shifts in available funding opportunities.

To make the most of these findings, readers can compare their organization's activity by funder type, award size, annual budget, and mission focus.

GrantStation continues to provide free access to this data for nonprofit organizations, educational institutions, libraries, government and tribal entities, and grant professionals.

You may also consider [investing in a GrantStation Membership](#). Membership can further advance your mission by offering access to over 150,000 funder profiles, 15,000 curated grant opportunities, educational resources, and proven tools and strategies to streamline your funding search and maximize your impact.



Key Findings Summary

- Private and community foundations remained the most common grant sources in 2025, reported by 74.5% and 59.3% of respondents, respectively. Government funding declined at all levels: Federal (43.2%), State (54.5%), and Local (44.4%). Corporate support held steady, with 49.9% receiving corporate grants and 25.5% corporate gifts.
- Most organizations submitted a moderate number of government applications; 31.3% applied for 3–5 grants, and success increased with volume, reaching 91.8% among those submitting 6–10. The median total government award was \$200,000, most often in the \$100,000–\$500,000 range. Federal awards were generally larger but less frequent than state or local awards.
- About 45% of respondents received Federal funding, most often from the U.S. Department of Health and Human Services (22.2%) and Housing and Urban Development (14.2%). Nearly one-third (30.4%) reported Federal reductions or cancellations, with a median loss of \$150,000.
- Organizations responded by expanding private or corporate grantseeking (76.5%), increasing individual donor efforts (57.7%), reducing or eliminating programs (63.1%), and adjusting staffing (56.4%).
- Larger organizations reported higher total government awards, with medians ranging from \$19,789 for small budgets (<\$100K) to \$5,039,500 for extra-large budgets (>\$25M).
- By mission area, government funding medians were highest for healthcare (\$2,270,000) and educational institutions (\$920,000), followed by human services (\$530,000), housing and shelter (\$250,000), and arts and culture (\$50,000). Across all missions, state and local governments remained the most consistent funding sources, while Federal programs favored larger institutional recipients.



Grantseeking Activity

Respondents to the 2025 State of Grantseeking™ Government Survey were highly engaged in pursuing grant funding, representing a diverse cross-section of the nonprofit sector. Participating organizations spanned every budget range, from under \$50,000 to over \$25 million, and reflected nearly the full spectrum of missions, encompassing 25 of the 26 major National Taxonomy of Exempt Entities (NTEEⁱ) categories.

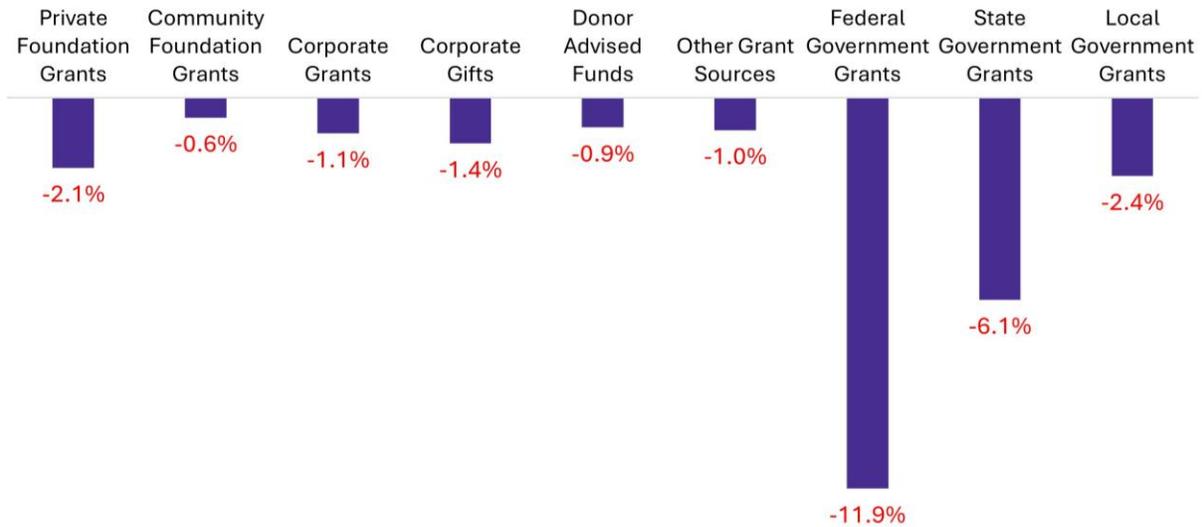
Grant Funding Sources, 2024 vs. 2025

Over time, grant funding sources have shown relatively little variance. The most recent data indicates a contraction in access to government funding, while non-government sources remained largely stable, with slight declines.

Private and community foundations continued to dominate as the most common sources of grant funding. In 2025, nearly three-quarters (74.5%) of organizations reported receiving private foundation grants, representing a modest 2.1 percentage point decrease from 2024. Community foundation funding remained steady at 59.3%. Corporate grants (49.9%) and corporate gifts of products or services (25.5%) also held consistent but edged slightly lower. Donor-advised funds (35.2%) and “other” grant sources, such as religious organizations, the United Way, civic entities, and tribal funds (9.1%), showed minimal year-over-year change.

Government funding experienced the most significant shifts. State government grants declined by 6.1 percentage points to 54.5%, and Federal government grants dropped sharply by nearly 12 points to 43.2%. Local government support also fell modestly to 44.4%.

2024-2025 Year-over-Year Grant Source Change



Number of Total Government Grant Applications and Awards

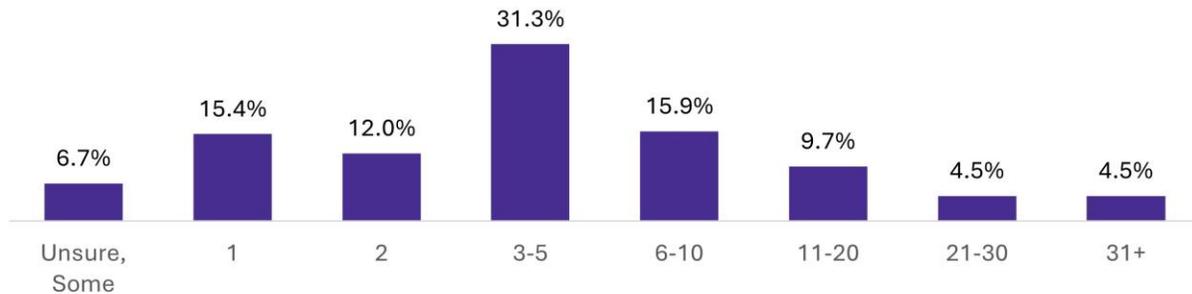
In 2025, government grant activity remained steady across local, state, and Federal levels, though overall participation was concentrated among a smaller proportion of highly active organizations.

These findings reflect a concentrated distribution of government grant activity; most organizations apply for and receive a modest number of awards, while a small cohort accounts for a high volume of both applications and successes. The presence of one-fifth of respondents with no awards underscores the challenges of securing competitive government funding.

APPLICATIONS:

Most respondents pursued a moderate number of government grant opportunities. Nearly one-third (31.3%) submitted between three and five applications, representing the most common activity level. Another 15.9% submitted six to 10, while smaller shares submitted one (15.4%) or two (12.0%) applications. A combined 9.0% reported submitting more than 20 applications, suggesting that only a limited number of organizations engaged in high-volume grantseeking.

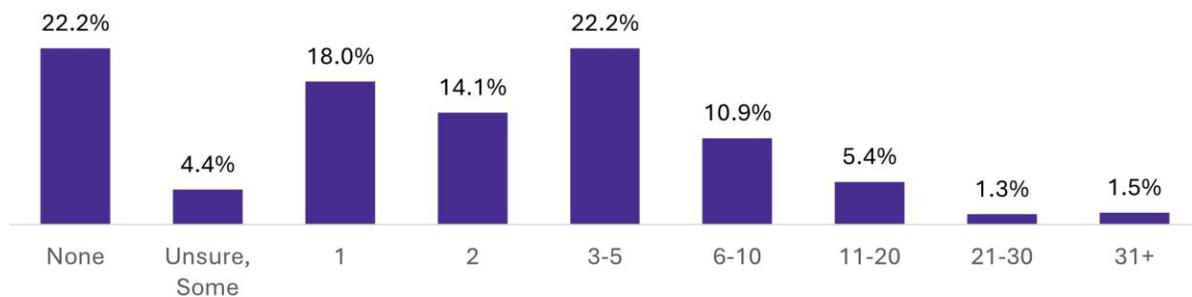
Number of Government Grant Applications



AWARDS:

Award patterns mirrored application activity. While 22.2% of respondents received no government awards, an equal share (22.2%) secured three to five grants. Single awards (18.0%) and two awards (14.1%) were also common. Fewer organizations (10.9%) received six to 10 awards, and about 8% achieved more than 10 awards in total.

Number of Government Grant Awards



Government Grant Application Success Rates

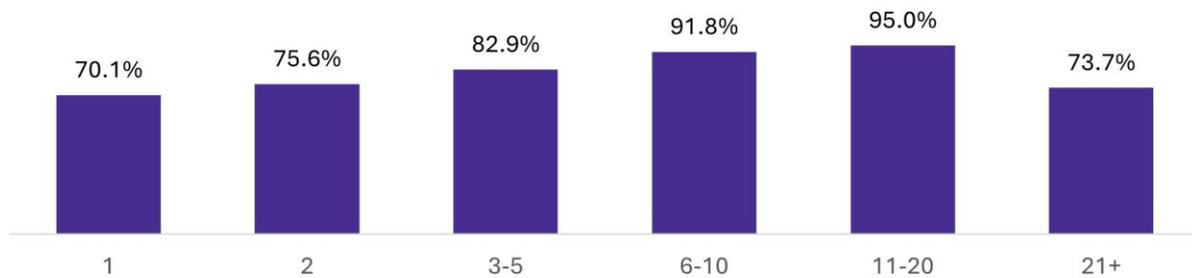
The relationship between the number of applications submitted and award success remains clear: organizations that apply more frequently achieve higher success rates. Among respondents submitting one application, 70.1% received at least one award. Success rose steadily with additional submissions: 75.6% for two applications, 82.9% for three to five, and 91.8% for six to 10. Organizations that submitted 11–20 applications achieved the highest success rate, 95.0%.

Most single-application organizations received no awards or one award, while those submitting three to five or more applications were increasingly likely to receive multiple awards. Organizations submitting six or more applications achieved a near-universal success rate. A small decrease to 73.7% among those submitting 21 or more applications may reflect the challenges of managing a very high application volume.

Overall, the data confirm a consistent finding across State of Grantseeking™ studies: a higher number of applications is associated with a higher likelihood of securing at least one government grant.

Number of Awards	Number of Applications					
	1	2	3 - 5	6 - 10	11 - 20	21+
None	112	48	46	6	1	5
1	250	44	40	6	2	2
2	3	98	52	5	0	1
3-5	0	0	126	22	2	1
6-10	0	0	1	33	7	2
11-20	0	0	0	0	7	2
21+	0	0	0	0	1	4
Unsure - Some	9	7	4	1	0	2

Government Grant Success Rate by Number of Applications



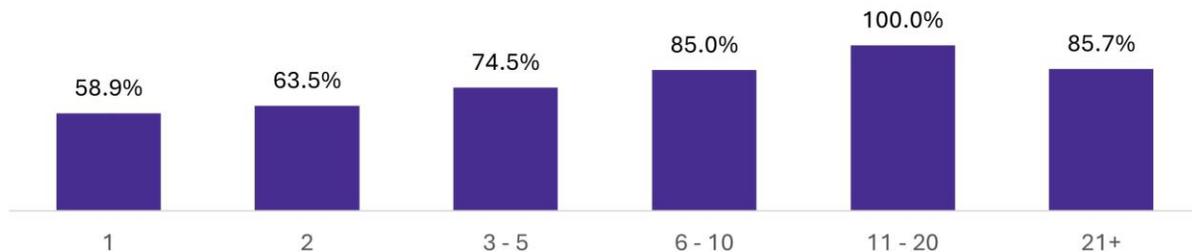
Grant Application Success Rates by Government Level

Across all levels of government, submitting more applications increased success rates, particularly after at least three submissions. Local and state grants showed higher success rates than Federal programs at nearly every volume level.

FEDERAL:

Federal grant success rates rose with application volume; from 58.9% for one submission to 85.0% for six to 10. Respondents submitting 11–20 applications achieved a 100% success rate. Those submitting 21 or more saw success rates drop slightly to 85.7%.

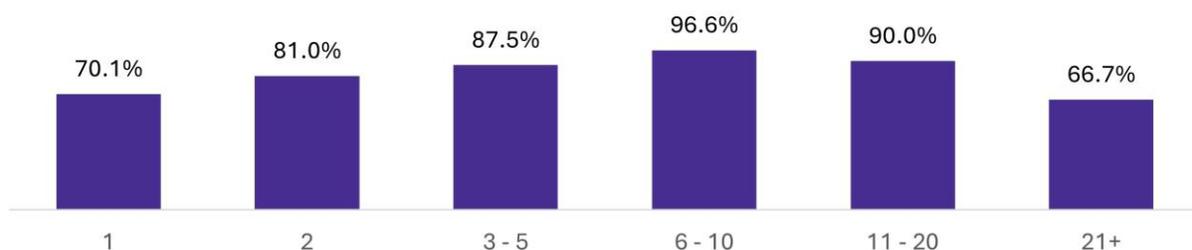
Federal Government Grant Success Rate by Number of Applications



STATE:

State grants followed a similar trend but showed somewhat higher overall success. Rates increased from 70.1% for one application to 96.6% for six to 10, the highest across all government levels. Respondents submitting 11–20 applications maintained strong success (90.0%), while those submitting 21 or more reported lower rates (66.7%), likely due to smaller sample sizes.

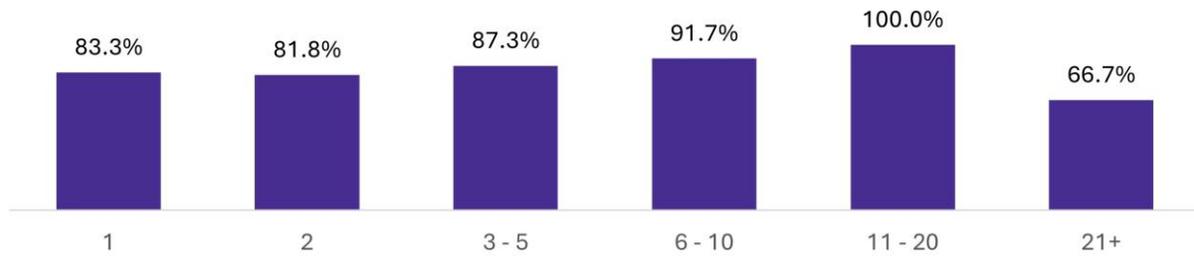
State Government Grant Success Rate by Number of Applications



LOCAL:

Local grant success rates were generally high and consistent. Even organizations submitting just one application achieved an 83.3% success rate, which increased to 91.7% for six to 10 and 100% for 11–20. A decrease to 66.7% among those submitting 21 or more applications may again reflect limited data or capacity constraints among frequent applicants.

Local Government Grant Success Rate by Number of Applications



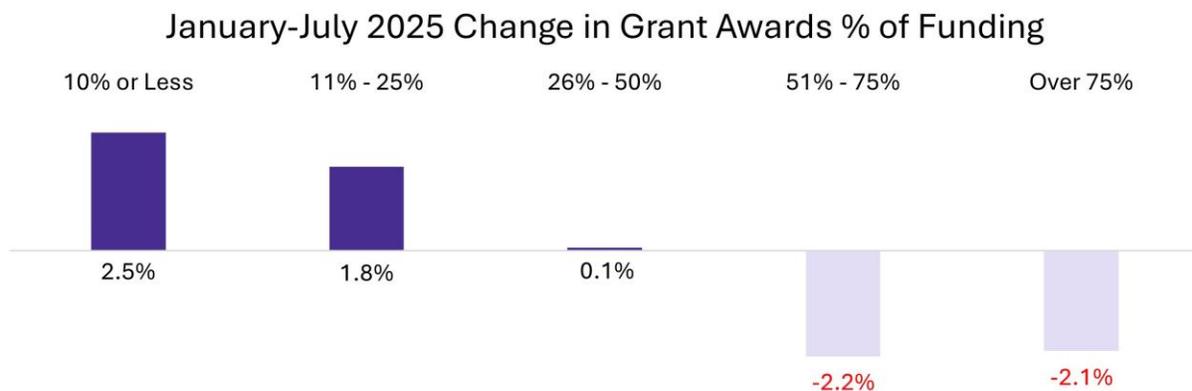
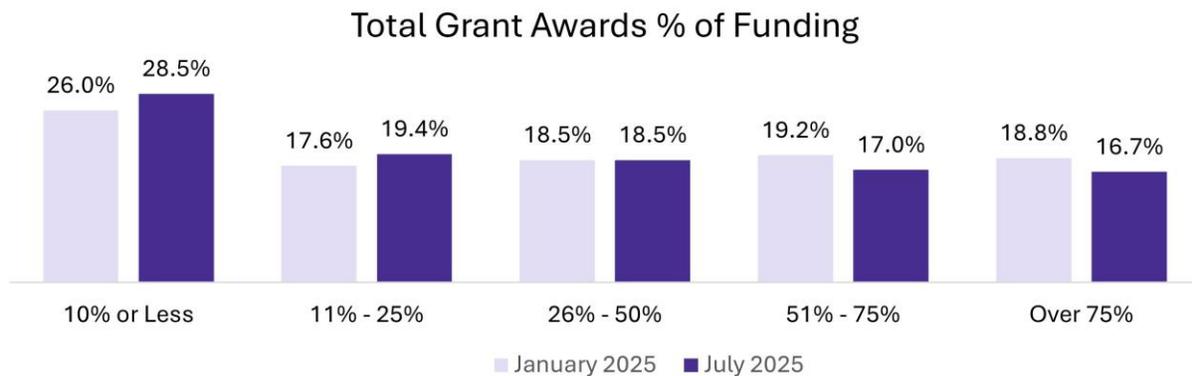


Grant Funding

Grants from All Sources as a Percentage of Total Funding

Organizational reliance on grant funding decreased between January and July 2025. The share of organizations receiving 10% or less of total funding from grants rose from 26.0% to 28.5%, while those in the 11%–25% range increased from 17.6% to 19.4%. Mid-range reliance (26%–50%) held steady at 18.5%.

Higher dependency decreased: organizations deriving 51%–75% of their budgets from grants declined from 19.2% to 17.0%, and those receiving more than 75% fell from 18.8% to 16.7%. These changes correspond with a decrease in available government grant opportunities reported earlier in the year.





Government Funding

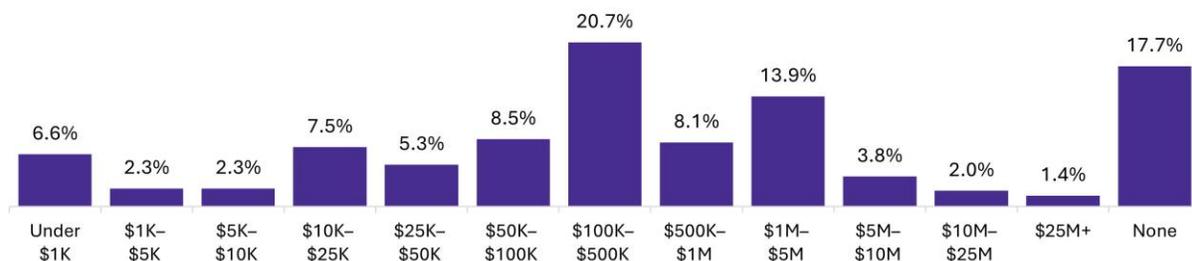
Total Government Grant Funding

Government grant awards in 2025 ranged widely in value, with most organizations receiving moderate amounts. The largest share (20.7%) reported total awards between \$100,000 and \$500,000, followed by 13.9% receiving \$1 million to \$5 million and 8.5% receiving \$50,000 to \$100,000. Smaller awards under \$25,000 accounted for 16.4% combined, while awards above \$5 million represented 7.2% of respondents.

Nearly one in five organizations (17.7%) reported receiving no government funding. This figure indicates that while government grants remain an important revenue source for many, a substantial portion of organizations do not access these funds.

Organizations that received government funding during 2025 reported a median total award size of \$200,000.

Total Government Grant Awards (Federal, State, & Local)



Grant Funding by Government Level

Across all three levels of government, \$100,000–\$500,000 emerged as the most common total award range; that range is a key funding benchmark for government grantseekers. Federal awards skewed higher in value but reached fewer organizations, while state and local grants were more widely distributed and modest in size. There is a clear hierarchy of scale: Federal funding delivers larger but less frequent awards, state funding offers moderate awards to a wider base, and local funding provides smaller, more accessible opportunities.

FEDERAL GOVERNMENT GRANT AWARDS:

Federal grant awards were concentrated in the mid-range, with 27.1% of respondents reporting total awards between \$100,000 and \$500,000, the most common category across all government levels. Another 16.3% received \$1 million to \$5 million, and 12.8% secured \$500,000 to \$1 million. Smaller awards under \$50,000 were less frequent, together accounting for roughly 17% of respondents, while 14.3% reported no Federal awards. These results show that while fewer organizations receive Federal funding, the awards tend to be larger in size and more concentrated among larger applicants.

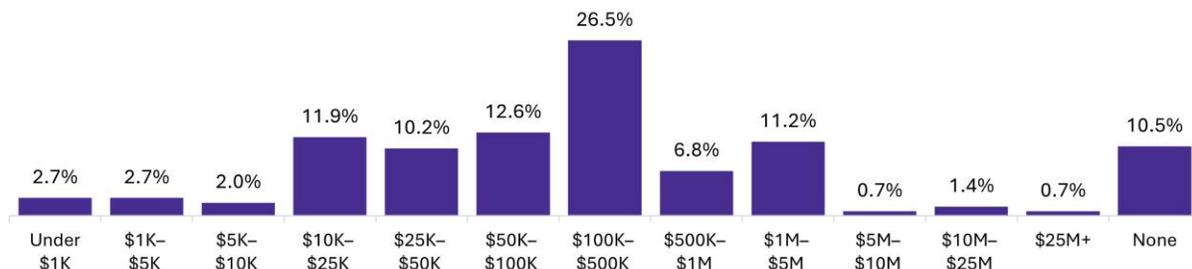
Total Federal Government Grant Awards



STATE GOVERNMENT GRANT AWARDS:

State government funding followed a similar pattern to Federal funding but was slightly more evenly distributed across mid-range categories. Over a quarter (26.5%) of respondents received awards totaling \$100,000 to \$500,000, and notable shares received \$50,000 to \$100,000 (12.6%) and \$10,000 to \$25,000 (11.9%). Only 10.5% of respondents received no state funding (lower than the Federal rate) indicating somewhat broader access to state-level grants. Awards above \$1 million were less common, showing that state programs typically fund smaller, more numerous awards than Federal sources.

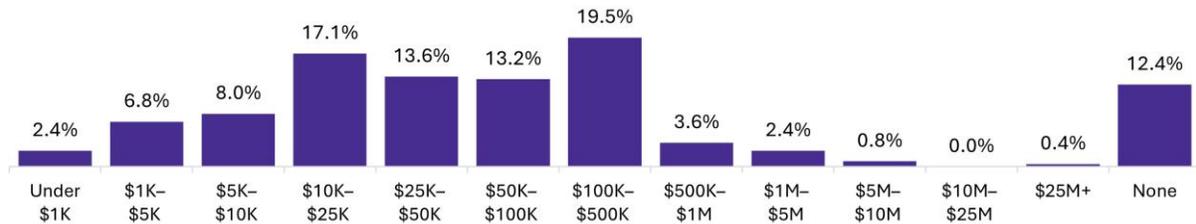
Total State Government Grant Awards



LOCAL GOVERNMENT GRANT AWARDS:

Local government awards were generally smaller and more widely distributed. Nearly one in five organizations (19.5%) received total local government awards between \$100,000 and \$500,000, while 17.1% received \$10,000 to \$25,000. Awards over \$1 million were rare, and 12.4% of respondents reported receiving no local government funding. This pattern suggests that local grants remain accessible to a wider pool of applicants but typically represent smaller funding amounts.

Total Local Government Grant Awards





Federal Government Funding

In 2025, slightly more than 45% of respondents indicated that their organizations were awarded Federal funding, while 50.8% reported no Federal support. An additional 4.1% were unsure whether their organization had received Federal funding during this period.

The following reflects the respondent's largest Federal award in 2025.

Origin of Federal Award Funds

Most Federal awards were distributed directly by Federal agenciesⁱⁱ, while nearly half were administered through intermediary entities such as state governments or nonprofit organizations.

Among organizations receiving Federal funding in 2025, 41.4% reported that their largest Federal award was funded directly by a Federal agency. Another 22.7% received pass-through funding via state governments, and smaller portions received awards through another nonprofit or institution (12.0%) or a municipal entity (5.5%).

A combined 18.5% of respondents were either unsure (9.1%) of their award's origin or categorized it as "Other" (9.4%), reflecting the complexity of subawards and multi-tiered funding structures common in Federal programs.

Federal Award Sources

In 2025, Federal grant funding was primarily awarded through agencies focused on social services and community development. The U.S. Department of Health and Human Services (HHS) was the most frequently reported source, cited by 22.2% of respondents as providing their organization's largest Federal award. The U.S. Department of Housing and Urban Development (HUD) followed at 14.2%.

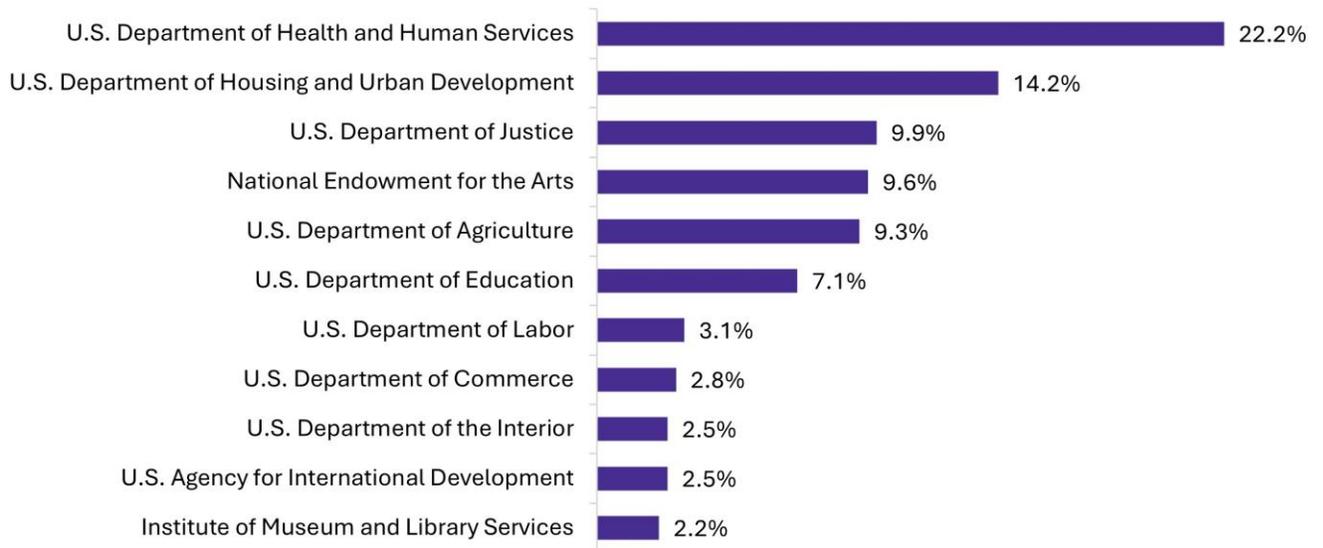
Other commonly reported agencies included the U.S. Department of Justice (DOJ) (9.9%), the National Endowment for the Arts (NEA) (9.6%), and the U.S. Department of Agriculture (USDA) (9.3%). The U.S. Department of Education (ED) was identified by 7.1% of respondents.

Smaller shares of respondents received their largest Federal awards from the U.S. Department of Labor (3.1%), U.S. Department of Commerce (2.8%), the U.S. Agency for

International Development (USAID) (2.5%), and the Institute of Museum and Library Services (IMLS) (2.2%).

The remaining fifteen agencies (of the 26 major funders) collectively accounted for 14.7% of responses, with each agency reported by 2.0% or fewer respondents.

Federal Agency Award Source



Federal Government Award Size

Organizations that received Federal funding during 2025 reported a largest median award of \$265,000.



Reductions or Cancellations of Federal Funding

While most organizations maintained their Federal awards in 2025, nearly one in three faced funding reductions or cancellations.

Specifically, 30.4% of respondents experienced reductions or cancellations of previously awarded Federal funding. A majority (63.2%) reported no change, and 6.4% were unsure whether any adjustments had occurred.

The following reflects the respondent's largest Federal award in 2025.

Origin of Cancelled or Reduced Federal Funds

Among those reporting a reduction or cancellation, most indicated that their largest affected award originated directly from a Federal agency (36.4%). Another 17.1% said the funding was passed through a state government, and 15.5% reported cancellations of pass-through funds from another nonprofit or institution.

Smaller shares reported cancellations from municipal sources (4.9%). Additionally, 13.3% were unsure of the cancelled funding's origin, and 12.9% categorized it as "Other."

Award Reductions or Cancellations by Agency

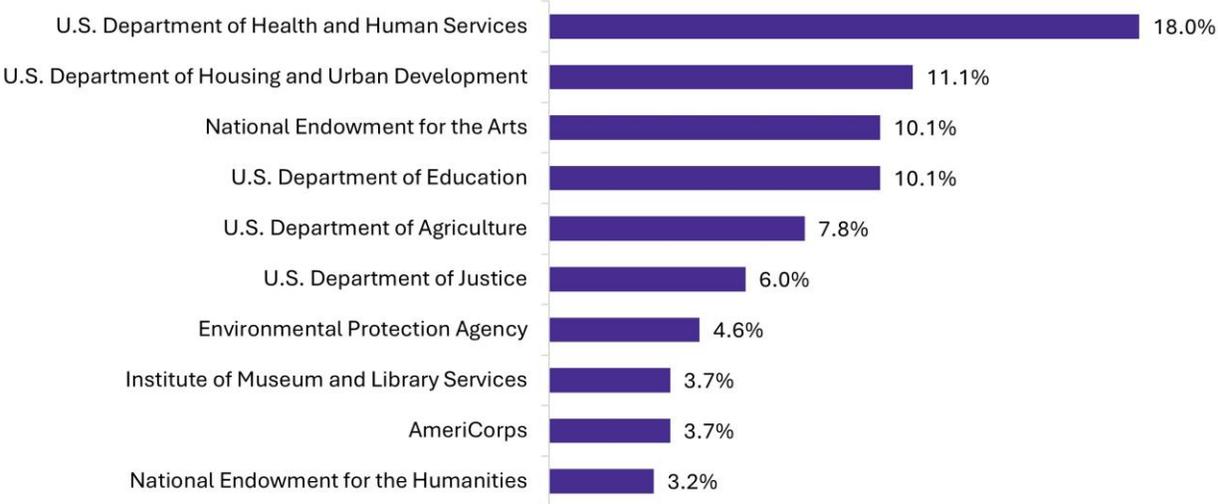
Reductions and cancellations were distributed across multiple Federal agencies, with the largest impacts reported within health, housing, and education sectors.

The U.S. Department of Health and Human Services (HHS) was cited by the largest share of respondents (18.0%), followed by the U.S. Department of Housing and Urban Development (HUD) (11.1%) and the U.S. Department of Education (ED) (10.1%).

Comparable proportions were reported for the National Endowment for the Arts (NEA) (10.1%), U.S. Department of Agriculture (USDA) (7.8%), and U.S. Department of Justice (DOJ) (6.0%). Smaller but notable impacts were cited for the Environmental Protection Agency (EPA) (4.6%), Institute of Museum and Library Services (IMLS) (3.7%), AmeriCorps (AC) (3.7%), and National Endowment for the Humanities (NEH) (3.2%).

The remaining 15 agencies collectively accounted for 21.7% of responses, each representing 3.0% or fewer of reported reductions.

Federal Agency Award Reductions or Cancellations



Federal Government Award Reduction or Cancellation Size

Organizations that received Federal funding during 2025 reported a largest median funding reduction or cancellation of \$150,000.



Organizational Impacts and Responses to Federal Funding Changes

Federal-level changes in 2025 affected organizations' ability to pursue or maintain anticipated awards.

Inability to Apply for Expected Federal Funding

In 2025, 40.8% of respondents reported that their organizations were unable to apply for expected Federal funding due to changes at the Federal-level. A slightly higher proportion (44.2%) indicated that they were not affected, while 15.0% were unsure whether such changes had prevented them from applying.

Adaptations to Reduced Federal Funding

In response to reductions in Federal and pass-through funding, many organizations reported modifying their fundraising or operational approaches.

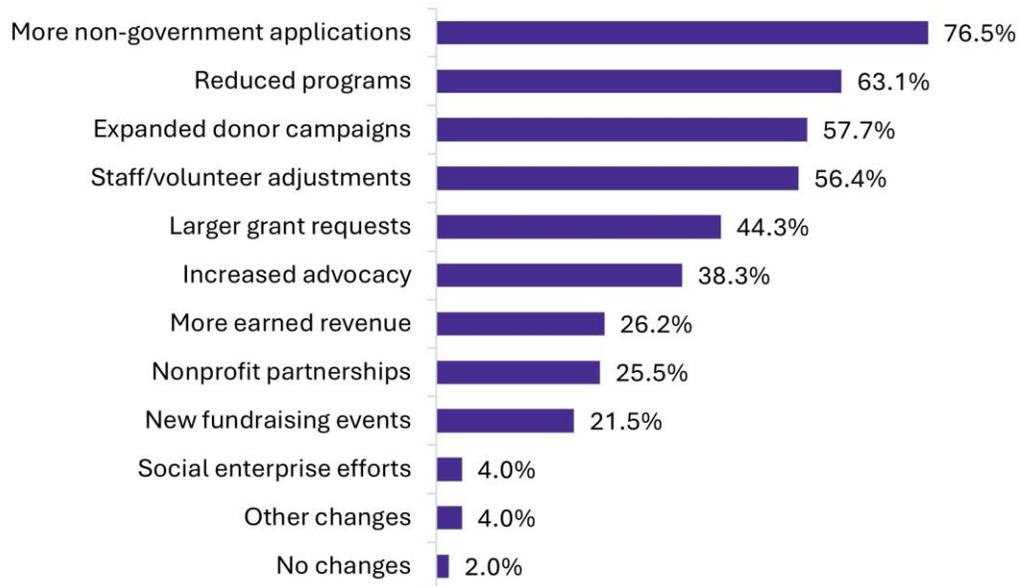
- 76.5% increased the number of applications submitted to private foundations or corporations.
- 44.3% increased the dollar amounts requested from those sources.
- 57.7% placed greater emphasis on individual donor campaigns.
- 21.5% hosted new fundraising events.
- 26.2% developed or expanded earned revenue or fee-for-service programs.
- 25.5% partnered with other nonprofits to share resources or submit collaborative applications.

Operational adjustments were also reported: 63.1% scaled back or eliminated programs, and 56.4% reported staff reductions, hiring freezes, or increased reliance on volunteers.

Policy engagement also grew, with 38.3% of organizations increasing advocacy efforts at the local, state, or Federal level. Only 4.0% reported exploring social enterprise models, 2.0% reported no changes, and another 4.0% described other unique

responses not listed in the survey.

Adaptations

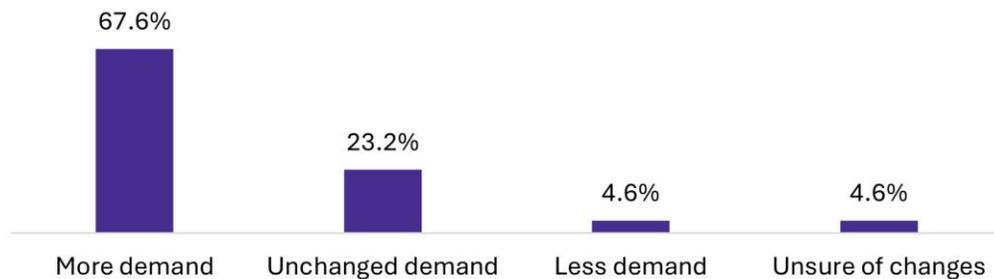


Demand for Services and Programs

Most respondents experienced increased demand for their services during 2025. Nearly 68% reported higher demand, while 23.2% indicated no change and 4.6% reported a decrease. Another 4.6% were unsure.

These figures show that many organizations continued to face elevated community and client needs during the first half of 2025, even as funding availability fluctuated.

Change in Demand

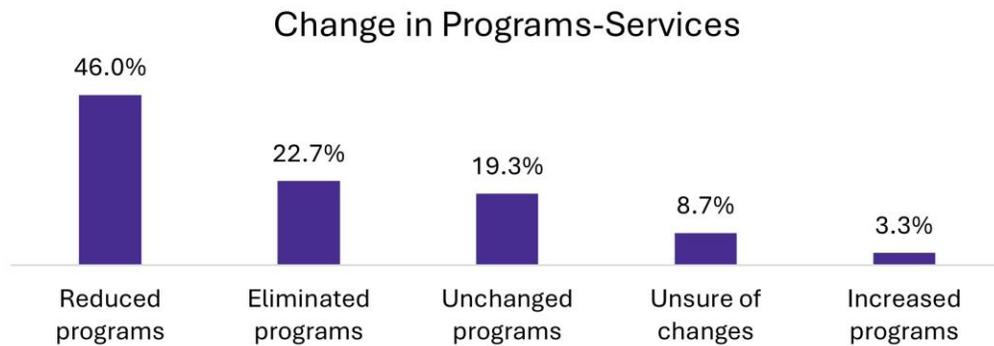


Results of Program Funding Changes

Funding shifts had measurable effects on organizational programs in 2025. Nearly half of respondents (46.0%) reported program reductions, while 22.7% indicated program eliminations.

About one in five organizations (19.3%) said their programs remained unchanged, and 3.3% reported expansion. Another 8.7% were unsure whether program changes had occurred.

These findings illustrate the connection between funding adjustments and program continuity, with many organizations managing reduced capacity as they adapted to changes in Federal and pass-through funding.





Organization Annual Budget

Organizational budget size remains a key factor in shaping grantseeking outcomes. Variations in funding across budget tiers highlight the importance of comparing results among organizations of similar scale.

The median organizational budget declined slightly from \$1,161,124 in January to \$1,125,000 in July 2025, a decrease of \$36,124, reflecting modest contraction in available resources among respondents. For this report, budget ranges are defined as follows:

Budget Range	Range Name	January Median Budget	July Median Budget	Median Budget Change	% of Respondents
Under \$100,000	Small	\$34,000	\$36,000	5.9%	13.80%
\$100,000 - \$999,999	Medium	\$392,000	\$357,475	-8.8%	33.20%
\$1 Million - \$9,999,999	Large	\$2,785,000	\$2,693,400	-3.3%	32.20%
\$10 Million - \$24,999,999	Very Large	\$16,000,000	\$16,000,000	0.0%	6.80%
\$25 Million and Over	Extra-Large	\$63,000,000	\$61,216,800	-2.8%	14.00%

Total Government Funding by Budget Size

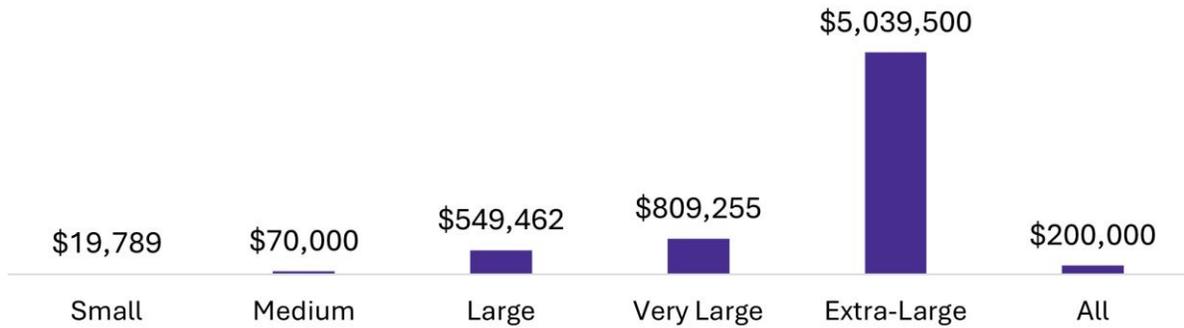
There is a strong correlation between organizational budget size and the median value of total government awards received.

Smaller organizations reported a median total of just \$19,789, while medium-sized organizations achieved \$70,000. Funding increased sharply with organizational capacity; large organizations reported a median of \$549,462, and very large organizations reached \$809,255.

The highest medians were reported by extra-large organizations (with budgets over \$25 million), at \$5,039,500, more than six times greater than the next largest tier. Across all respondents, the overall median total for government awards was \$200,000.

These results demonstrate that while organizations of all sizes access government grants, larger institutions typically report higher total award amounts.

Median Total Government Awards by Budget Size



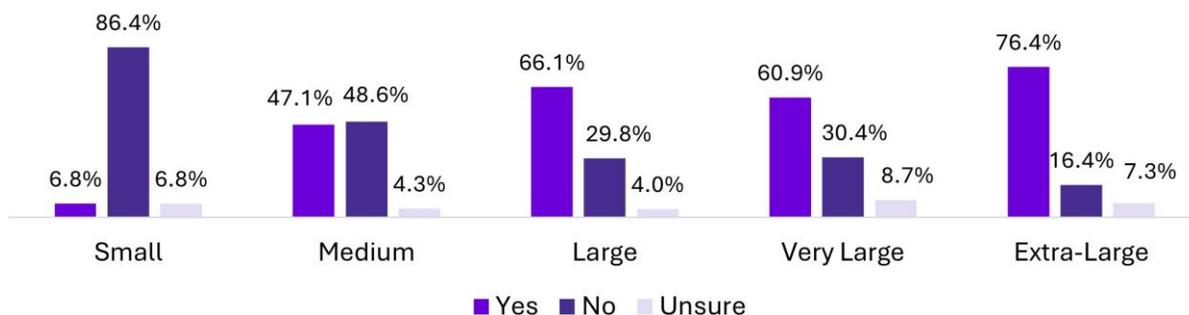
Grant Funding by Government Level and Organizational Budget Size

Award rates generally increased with organizational size across all levels of government.

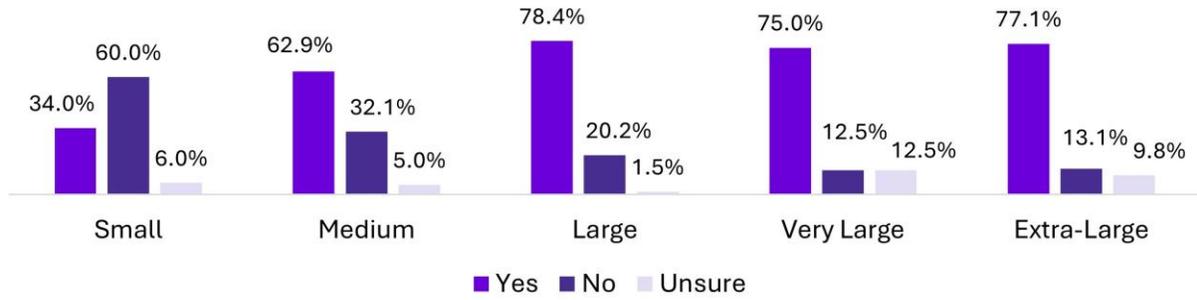
- Federal awards: 6.8% of small organizations received Federal funding, compared to 47.1% of medium-sized, 66.1% of large, 60.9% of very large, and 76.4% of extra-large organizations.
- State awards: 34.0% of small organizations received state funding, rising to 60.0% among medium, 78.4% among large, 75.0% among very large, and 77.1% among extra-large organizations.
- Local awards: 31.9% of small organizations received local funding, compared to 72.3% of medium, 85.3% of large, 75.0% of very large, and 70.3% of extra-large organizations.

These patterns show that larger organizations were more likely to receive funding at every level, though local and state opportunities provided relatively broader access to small and mid-sized organizations than Federal programs.

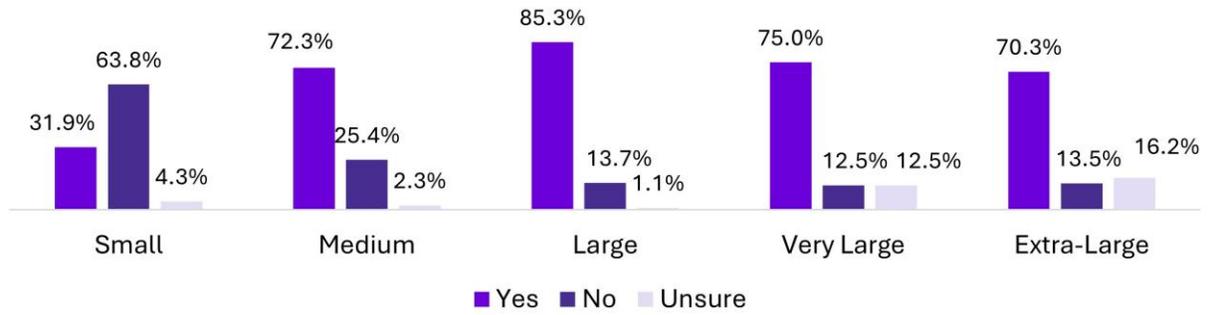
Were You Awarded Federal Government Funding in 2025?



Were You Awarded State Government Funding in 2025?



Were You Awarded Local Government Funding in 2025?





Organization Mission Focus

An organization’s mission focus significantly influences its grantseeking strategies. Differences in funding levels and sources highlight the value of comparing your organization to peers with similar missions.

In The 2025 State of Grantseeking™ Government Update Report, based on the National Taxonomy of Exempt Entities Classification System, eight of the 25 listed mission focuses accounted for 75.6% of respondents. The remaining missions, each representing less than 4%, were grouped into an “Other Missions” category. Mission focus classifications used in this report are defined below.

Mission Focus	January Median Budget	July Median Budget	Median Budget Change	% of Respondents
Art, Culture, and Humanities	\$429,000	\$410,000	-4.4%	15.0%
Community Improvement	\$552,280	\$422,425	-23.5%	6.0%
Educational Institutions	\$42,000,000	\$49,496,750	17.8%	7.7%
Education Related	\$600,000	\$876,000	46.0%	5.7%
Healthcare	\$14,400,000	\$14,000,000	-2.8%	7.7%
Housing and Shelter	\$1,480,325	\$1,200,000	-18.9%	5.4%
Human Services	\$3,000,000	\$3,250,000	8.3%	20.6%
Other Missions	\$900,000	\$897,250	-0.3%	24.4%
Youth Development	\$963,125	\$994,400	3.2%	7.4%

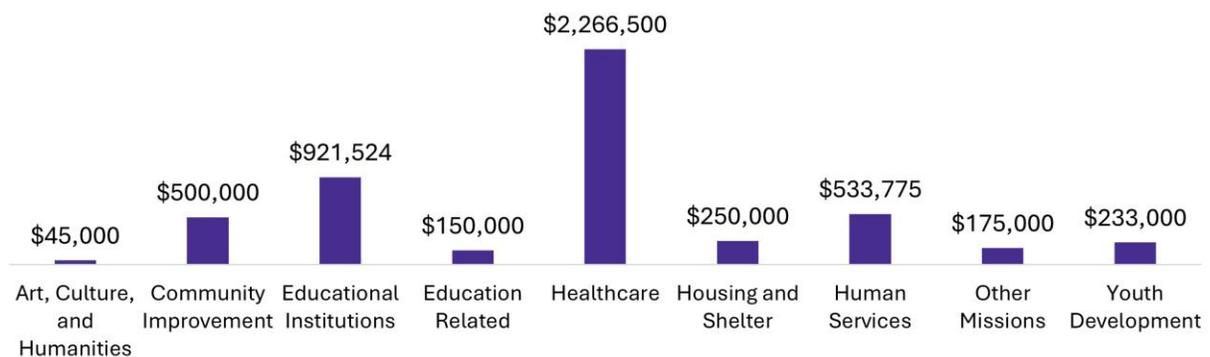
Total Government Funding by Organizational Mission Focus

Government grant funding in 2025 varied widely by mission area. The highest medians were reported by organizations in healthcare (\$2,266,500) and educational institutions (\$921,524), both of which received substantial government awards relative to other sectors.

Moderate award levels were observed for human services (\$533,775) and community improvement (\$500,000), while housing and shelter organizations reported a median of \$250,000. Education-related nonprofits reported a smaller median of \$150,000.

Lower medians were reported among arts, culture, and humanities (\$45,000) and youth development (\$233,000) organizations. Across all mission types, the data indicate that government funding levels differed considerably by sector, with higher awards concentrated in areas such as health and education..

Median Total Government Awards by Mission Focus



Grant Funding by Government Level and Organizational Mission Focus

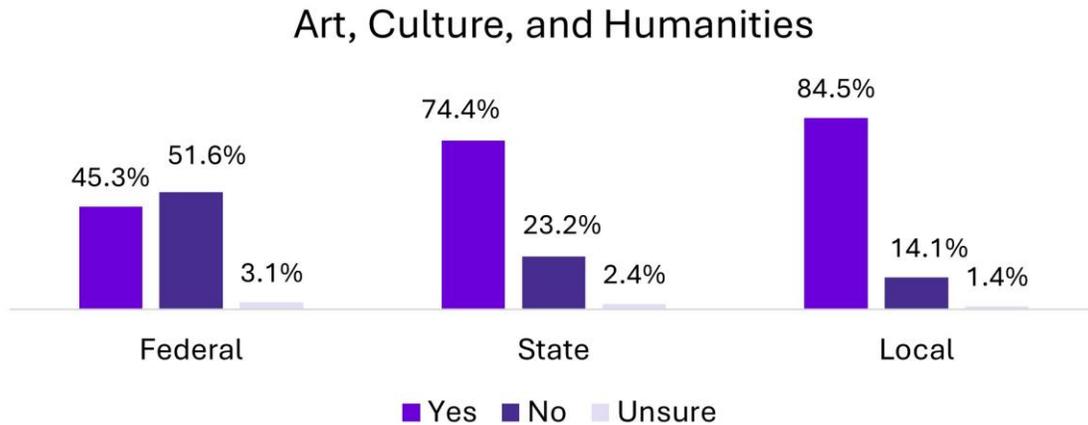
We asked, “Were You Awarded Local Government Funding in 2025?” and reported the results by organizational mission focus. Federal grants were less evenly distributed, with higher success among institutions equipped to manage large-scale awards.

Across all mission areas, state and local governments provided the most consistent sources of funding, while Federal awards were concentrated among larger institutional and service-oriented sectors.

- Federal awards remained accessible but more competitive, favoring structured organizations such as educational institutions and healthcare providers.
- State grants reached the widest range of missions, particularly in human services, housing, and youth development.
- Local funding was especially strong for community-based work, including arts, housing, and human services, demonstrating the importance of local partnerships.

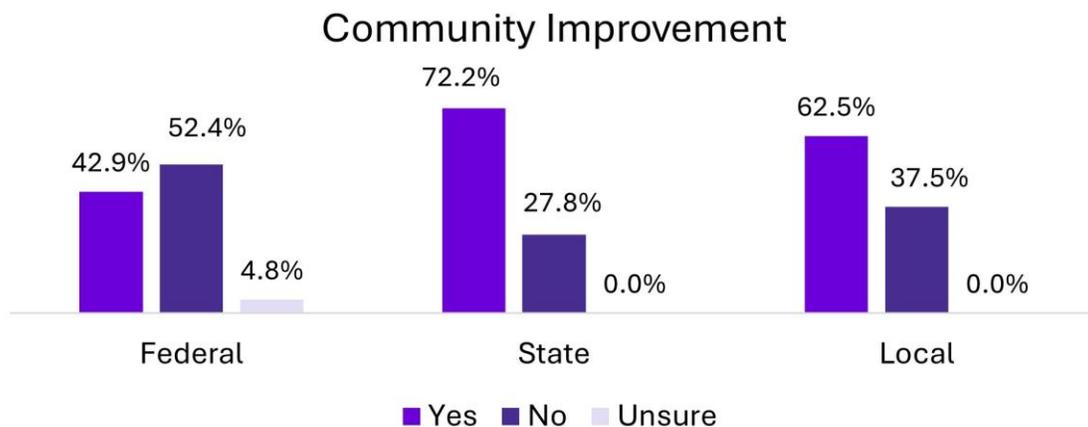
ART, CULTURE, AND HUMANITIES

Organizations focused on art, culture, and humanities most often received local (84.5%) and state (74.4%) government awards, while fewer were successful at the Federal level (45.3%). This pattern highlights the sector's greater reliance on local and state funding sources for cultural and community programming.



COMMUNITY IMPROVEMENT

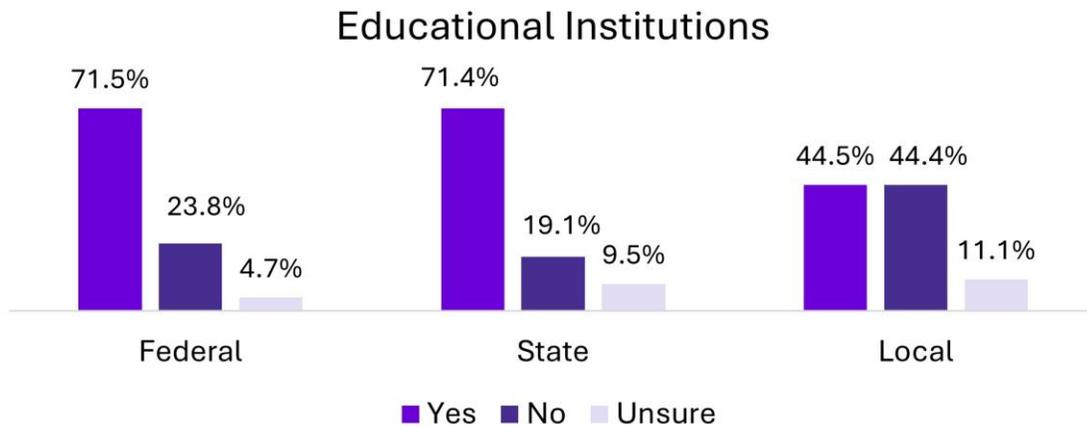
Community improvement organizations reported strong success at the state (72.2%) and local (62.5%) levels, compared to 42.9% at the Federal level. These results suggest that more community-focused initiatives are supported through regional and municipal funding streams rather than national programs.



EDUCATIONAL INSTITUTIONS

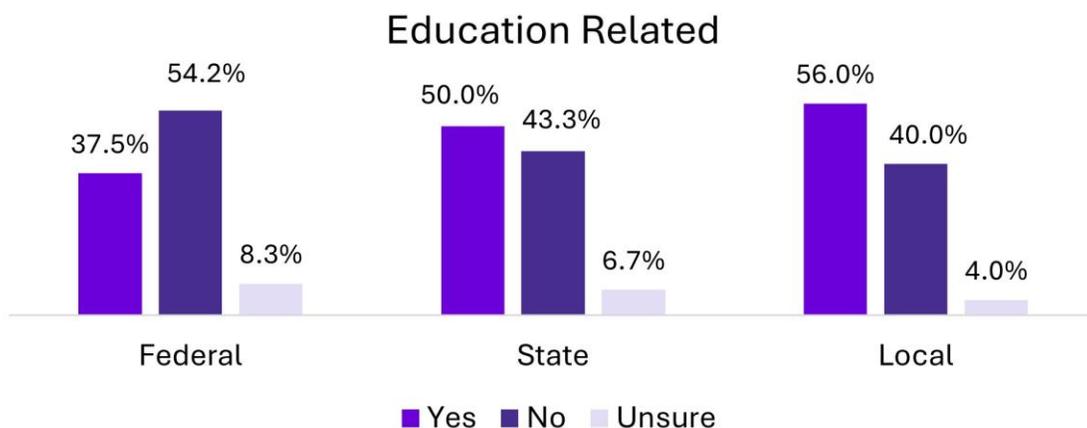
Educational institutions reported nearly equal success at the Federal (71.5%) and state (71.4%) levels, indicating balanced access to both national and state-funded educational programs. Local funding (44.5%) was less common, suggesting that

schools, colleges, and universities primarily compete in larger-scale government grant environments.



EDUCATION-RELATED NONPROFITS

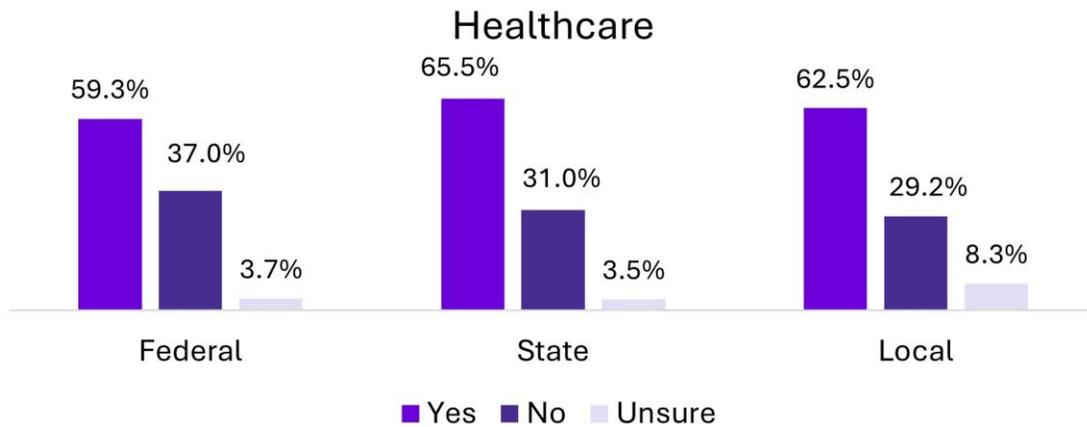
Non-institutional education organizations, such as those offering tutoring, after-school, or literacy programs, reported lower award rates overall, including 37.5% Federal, 50.0% state, and 56.0% local. The higher local success rate reflects the strength of community-based funding for smaller education initiatives.



HEALTHCARE

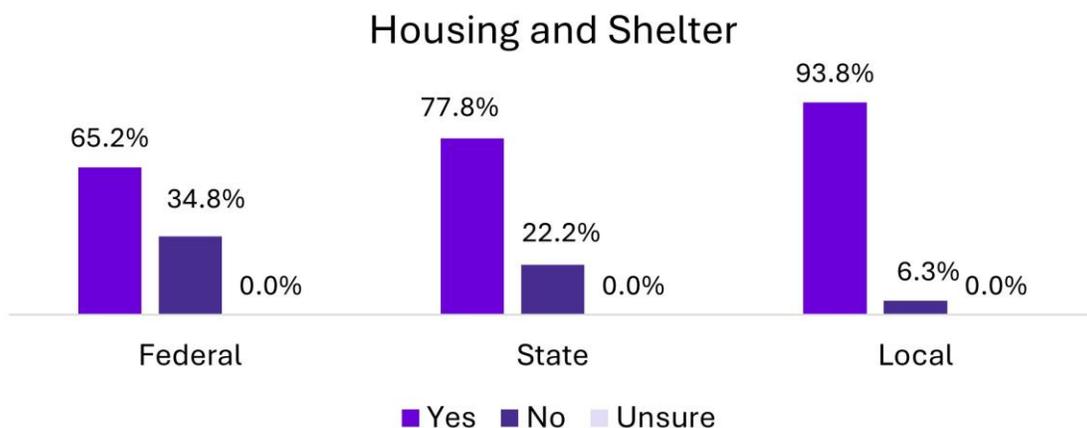
Healthcare organizations achieved consistently high award rates across all levels of government: Federal (59.3%), state (65.5%), and local (62.5%). The results demonstrate

that government funding for healthcare remains widely distributed, with state and local agencies playing important roles in funding delivery.



HOUSING AND SHELTER

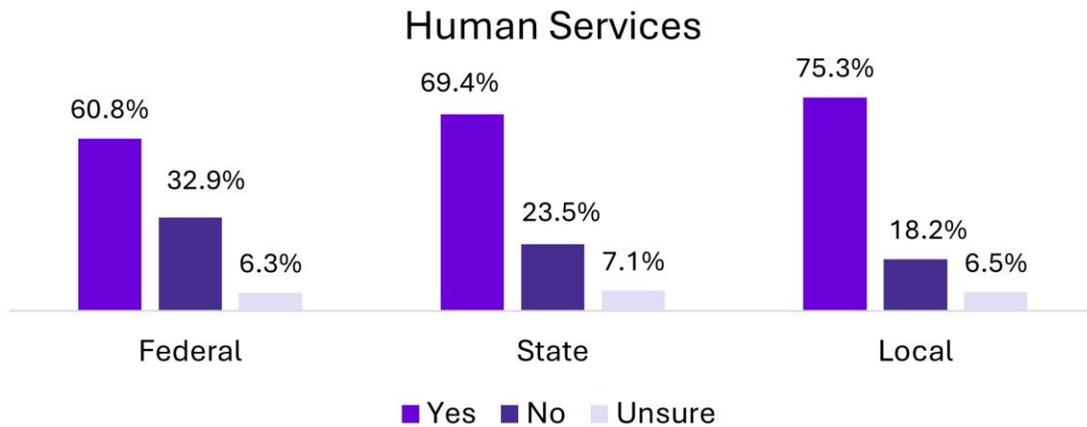
Housing and shelter organizations reported the highest success rates of any mission area, including 93.8% local, 77.8% state, and 65.2% Federal. This indicates that housing-related funding opportunities are available across all levels, with particularly strong engagement at the local level.



HUMAN SERVICES

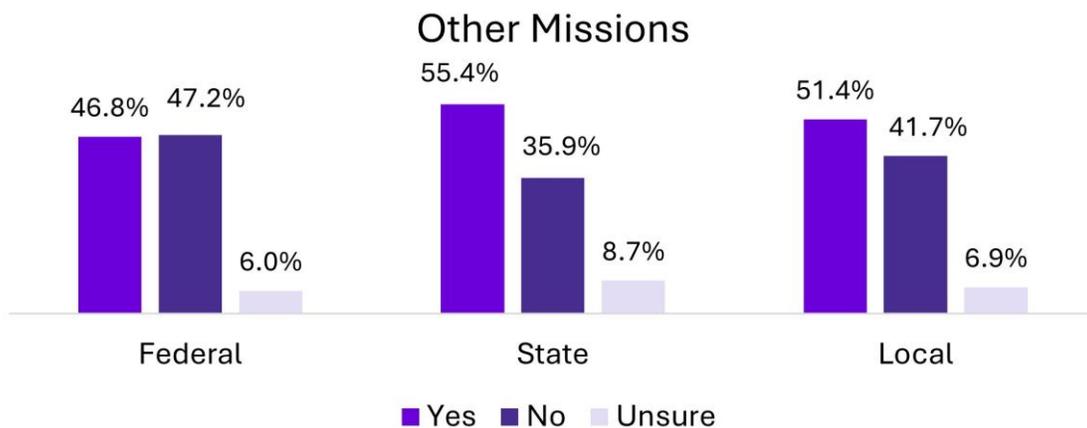
Human services organizations performed well across all levels of government, with Federal (60.8%), state (69.4%), and local (75.3%) funding success rates. The consistent

results suggest a broad base of funding support for organizations addressing essential community needs.



OTHER MISSIONS

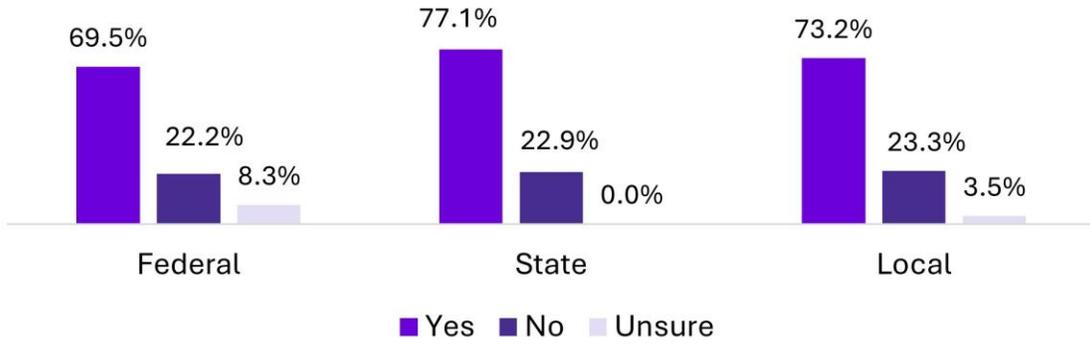
Organizations categorized under “other missions” reported moderate but consistent access to government funding, including Federal (46.8%), state (55.4%), and local (51.4%). This reflects a mix of smaller sectors, including animal welfare, advocacy, or employment.



YOUTH DEVELOPMENT

Youth development organizations showed strong performance at all levels: state (77.1%), local (73.2%), and Federal (69.5%). This indicates broad availability of grant opportunities supporting youth education, enrichment, and workforce readiness programs.

Youth Development





Respondent Demographics

Demographic Overview

These demographics create a multifaceted picture of the organizations surveyed, offering context for interpreting their grantseeking experiences and needs.

Who: Primarily nonprofit leaders or staff representing well-established organizations, each with over 25 years of community impact.

What: Missions frequently center on human services, arts, culture, humanities, education, health, or youth development.

Where: Organizations span the United States (with California taking the lead), serving combinations of both urban and rural communities.

Affiliation with the Organization

When asked about their role within the organization they represent, just over half of respondents (51.8%) reported holding executive or managerial positions such as Executive Director, C-level leader, Director, or Founder. Nearly one-third (28.2%) identified as employees. An additional 8.8% serve as external consultants or grant specialists, while smaller groups reported being board members (4.9%), volunteers (2.1%), or employees of a government entity (4.2%).

Organization Type

The majority of respondents (82.4%) work within nonprofit organizations. Another 7.2% represent educational institutions, while 5.3% are affiliated with government or tribal agencies. For-profit businesses make up 1.6% of respondents, and libraries account for just 0.9%. An additional 2.3% described their organization type as "other." No respondents identified as independent consultants representing organizations.

Educational Institutions in Detail

Among the 72 participants who identified as representing educational institutions, 26.4% were affiliated with public two-year colleges, 29.2% with private colleges or universities, and 23.6% with public colleges or universities. The remaining 20.8% represented private or public K–12 schools.

Service Area

When describing the populations they serve, 44.5% of respondents reported serving mixed-population areas that include rural, suburban, and urban communities. Among those serving a single population type, 26.0% serve urban areas, 19.6% serve suburban areas, and 11.0% serve rural areas.

Geographically, 29.1% of organizations operate across multiple counties, while 16.1% serve a single county and 10.8% serve one state. Others reported broader or more localized scopes, with 9.1% serving one city, town, or municipal entity, 9.1% operating on a national scale, 8.4% on an international level, and 8.2% across multiple states.

Headquarters Location

Most respondents are based in the United States, with California (9.1%), Texas (5.6%), New York (4.7%), Florida (4.0%), and Michigan (4.0) being especially prominent.

Organizational Focus

Respondents identified their organization's primary focus using NTEE categories. The largest share (20.6%) reported Human Services as their primary mission. Other common areas included Art, Culture, and Humanities (15.0%) and Education (13.5%). Additional areas of focus included Health (7.7%), Youth Development (7.4%), Community Improvement (6.0%), and Housing and Shelter (5.4%). Smaller but still significant portions of respondents represented organizations centered on Food and Nutrition, Environmental Protection, Mental Health, and other specialized mission areas.

Age of Organizations

Over half of respondent organizations have been established for more than 25 years, including 27.7% operating for 26–50 years and 21.1% for 51–100 years. Nearly 10% have existed for over a century. Among newer organizations, 22.4% are 11–25 years old, 10.0% are 6–10 years, and 7.9% are 1–5 years old. A small share (1.1%) have less than one year of operation.

Organizational Budget

Respondents represented a broad spectrum of organizational sizes, with budgets ranging from under \$50,000 to more than \$25 million. The largest group continued to be organizations with annual budgets between \$1 million and \$4.9 million (24.7%), followed by those with budgets of \$25 million or more (14.1%) and \$250,000 to \$499,999 (11.8%). Smaller organizations also maintained a strong presence, with 10.4% reporting budgets under \$50,000 and 9.3% between \$100,000 and \$249,999.

Between January and July 2025, budget distribution remained stable, with only slight shifts. The share of small organizations (under \$50,000) rose by 0.9 points, mid-sized groups (\$250,000–\$499,999) declined by 1.0 point, and larger organizations (over \$1 million) showed minimal change, indicating a steady overall respondent profile.

The median organizational budget declined slightly from \$1,161,124 in January to \$1,125,000 in July 2025, a decrease of \$36,124, indicating some financial contraction among respondents.

Staff Size

Respondents represented a broad staffing range, from all-volunteer groups (8.2%) to large institutions with over 200 employees (14.3%). Most organizations remained small, with 25.6% employing 1–5 people, followed by 16.6% with 11–25, and 12.9% with 6–10 employees.

Between January and July 2025, staffing levels were largely unchanged. Small and volunteer-run organizations grew slightly, while mid-sized teams declined marginally, reflecting some movement across smaller organizational sizes.



Methodology

The 2025 State of Grantseeking™ Government Report offers a comprehensive look at the grantseeking experience with a focus on government grants and contracts. Unless otherwise noted, the data reflects grantseeking activities during January-July 2025. For clarity in visual presentations, response rates have been rounded to the nearest decimal, resulting in totals that may range from 99% to 101%.

Survey Administration and Sample

The survey was administered online via SurveyMonkey in October 2025 and received 1,056 responses. It is important to note that the survey was not conducted using a randomized scientific methodology; instead, respondents represent a nonrandom sample of organizations that are self-selected based on their affiliation with GrantStation and its partners. The report utilizes descriptive statistics and targeted survey data, including breakdowns by mission focus and budget size, to offer insights that are tailored to the specific characteristics of various organizations.

Production

This report was produced by GrantStation.

Authorship and Inquiries

Ellen C. Mowrer, Alice M. Ruhnke, and Catlin Kindig were responsible for writing, editing, and contributing to the report. For media inquiries or permission to use any portion of *The 2025 State of Grantseeking™ Government Report* in oral or written presentations, online content, or other formats, please contact Ellen: ellen.mowrer@grantstation.com.



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Endnotes

i NTEE CODES

Animal Related
Art, Culture, and Humanities
Civil Rights Social Action Advocacy
Community Improvement Capacity Building
Crime Legal Related
Disease Disorders Medical Disciplines
Education Institutions and Related Activities
Employment Job Related
Environmental Quality Protection and Beautification
Food Agriculture and Nutrition
Health General and Rehabilitative
Housing Shelter
Human Services Multipurpose and Other
International Foreign Affairs and National Security
Medical Research
Mental Health Crisis Intervention
Mutual, Membership Benefit Organizations
Philanthropy Voluntarism and Grant Making
Foundations
Public Safety Disaster Preparedness and Relief
Public Society Benefit Multipurpose
Recreation Sports Leisure Athletics
Religion Related Spiritual Development
Science and Technology Research Institutes Services
Social Science Research Institutes
Youth Development

ii MAJOR FEDERAL AGENCIES

AmeriCorps (AC)
Environmental Protection Agency (EPA)
Institute of Museum and Library Services (IMLS)
National Aeronautics and Space Administration (NASA)
National Archives and Records Administration (NARA)

National Endowment for the Arts (NEA)
National Endowment for the Humanities (NEH)
National Science Foundation (NSF)
Small Business Administration (SBA)
Social Security Administration (SSA)
U.S. Agency for International Development (USAID)
U.S. Department of Agriculture (USDA)
U.S. Department of Commerce (DOC)
U.S. Department of Defense (DOD)
U.S. Department of Education (ED)
U.S. Department of Energy (DOE)
U.S. Department of Health and Human Services (HHS)
U.S. Department of Homeland Security (DHS)
U.S. Department of Housing and Urban Development
(HUD)
U.S. Department of Justice (DOJ)
U.S. Department of Labor (DOL)
U.S. Department of State (DOS)
U.S. Department of the Interior (DOI)
U.S. Department of the Treasury (TREAS)
U.S. Department of Transportation (DOT)
U.S. Department of Veterans Affairs (VA)